

Message Text

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ACTION EA-12

INFO OCT-01 EB-08 ISO-00 /021 W
-----085286 120802Z /14-12

R 120704Z SEP 78
FM AMEMBASSY TAIPEI
TO USDOC WASHDC
AMEMBASSY TOKYO
AMEMBASSY SEOUL
AMCONSUL OSAKA KOBE
INFO SECSTATE WASHDC 8936

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FOR USDOC/BED/OIM/SAD/SOUSANE

E.O. 11652:N/A
TAGS: BEXP, TW
SUBJ: CITY OF BOSTON IOGA - KOREA AND TAIWAN ARRANGEMENTS

REF: (A) SEOUL 7898, (B) USDOC 16374, (C) USDOC 15587

1. INFORMATION ON JAPAN ARRANGEMENTS CONTAINED REF A WHICH
USDOC SHOULD HAVE RECEIVED BY NOW.

2. FOR OSAKA AND SEOUL: PLEASE NOTE ADDITION OF ONE PERSON
TO MISSION AS DESCRIBED REF B REQUIRES CHANGE IN HOTEL
RESERVATIONS. PLEASE CONFIRM WHEN ADDITIONAL BOOKING MADE.
ALSO PLEASE NOTE CHANGE IN FLIGHT ON OCTOBER 22 AND ARRANGE
TRANSPORTATION ACCORDINGLY.

3. FOR TOKYO AND SEOUL: IF POSSIBLE NEW INFORMATION ON
WESTLAKE AND ROSMARIN SHOULD BE INSERTED IN BROCHURE.
PLEASE ADVISE IF ADDITIONAL COSTS WILL BE INCURRED AS
A RESULT. IF PRINTING OF MISSION BROCHURE WILL BE
DELAYED TOO LONG TO MAKE MAILING ON TIME AS RESULT OF
ADDED MATERIAL OR PHOTOS, GO AHEAD WITHOUT ADDING.

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PLEASE ADVISE WHAT WILL BE IN FINAL BROCHURE.

4. FOR SEOUL: PLEASE ADVISE ASAP RE FINAL ARRANGEMENTS
FOR LUNCHEES AND DINNERS WITH KCCI, KUSEC, KTAA AND FKI.

5. ALL POSTS SHOULD ADVISE WHEN PHOTOS AND PRODUCT
LITERATURE RECEIVED.

6. DUTIES OF A/O CARRIED OUT AND COMPLETED IN SEOUL SEPTEMBER 4-6 AND IN TAIPEI SEPTEMBER 7-11. REGRET DELAY IN TRANSMITTING KOREA PROGRAM. WITH EXCEPTION OF QUESTIONS AND CHANGES RAISED BY REF B AND ABOVE, PROGRAM AND BUDGET CAN BE CONSIDERED FIRM. IN THE EVENT OF ANY FURTHER SUBSTANTIVE CHANGES, THE POSTS INVOLVED ARE REQUESTED TO INFORM USDOC AND O ADDRESSEES.

7. LOGISTICAL ARRANGEMENTS - KOREA

A. SUNDAY, OCTOBER 22

1545 - MISSION ARRIVES KIMPO AIRPORT VIA JAP 963. WILL BE MET BY GEORGE A. KACHMAR COMMERCIAL OFFICER AND TRANSFERRED TO CHOSUN HOTEL BY MINI-BUS PROVIDED AT COST OF 10,000 WON (USDOLS 21) BY HOTEL. GSO WILL CLEAR BAGGAGE AND CARRY TO HOTEL (SEOUL, PLEASE NOTE THIS IS A FLIGHT CHANGE FROM ORIGINAL PLAN. USDOC, PLEASE CONFIRM THAT FLIGHT HAS BEEN CHANGED FROM KAL 202 AS REPORTED REF C TO JAP 963) RESERVATIONS CONFIRMED FOR SIX SINGLES AT APPROX. DOLS 48 PER NIGHT AND ONE SUITE FOR MISSION DIRECTOR AT DOLS 120. REST OF DAY FREE. VISIT TO TAILOR CAN BE ARRANGED.

B. MONDAY, OCTOBER 23

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0845 - LEAVE HOTEL FOR TRADE CENTER VIA TAXIS OR WALKING
0900 - BRIEFING BY GEORGE KACHMAR AND COMMERCIAL STAFF
1000 TO 1700 - INDIVIDUAL APPOINTMENTS AT TRADE CENTER
1215 TO 1400 - LUNCH HOSTED BY KOREAN CHAMBER OF COMMERCE AND INDUSTRY (KCCI) TENTATIVE TO BE CONFIRMED BY EMBASSY.
1720 - MISSION MEMBERS RETURN TO CHOSUN HOTEL
1800 TO 1930 - RECEPTION HOSTED BY ECONOMIC/COMMERCIAL COUNSELOR ANTHONY GEBER IF HE HAS ARRIVED AT POST OR THOMAS STAVE, CHIEF OF COMMERCIAL SECTION TO BE HELD AT TRADE CENTER.
2000 - RETURN TO HOTEL. REST OF EVENING FREE.

C. TUESDAY, OCTOBER 24

0930 - LEAVE HOTEL FOR TRADE CENTER
1000 TO 1700 - INDIVIDUAL APPOINTMENTS AT TRADE CENTER
1200 TO 1400 - LUNCHEON HOSTED BY KOREAN TRADING AGENTS ASSOCIATION
1720 - MISSION MEMBERS RETURN TO HOTEL
1830 - DINNER HOSTED BY KOREA-U.S. ECONOMIC COUNCIL AT PLACE YET TO BE CHOSEN.

D. WEDNESDAY, OCTOBER 25

0900 - MISSION MEMBERS CHECK OUT OF HOTEL
1000 TO 1700 - FOLLOW UP BUSINESS APPOINTMENTS AND VISITS
TO HOSPITALS OR FACTORIES AS DESIRED.
1630 - MEET IN CHOSUN HOTEL LOBBY FOR DEPARTURE TO KIMPO
AIRPORT VIA HOTEL BUS.
1855 - LEAVE FOR TAIPEI VIA CX 411

8. LOGISTICALNGEMENTS - TAIPEI

A. WEDNESDAY, OCTOBER 25
2015 - ARRIVE TAIPEI. MET BY COMMERCIAL ATTACHE PAUL
AYLWARD AND TRANSPORTED TO HILTON HOTEL BY EMBASSY BUS.
RESERVATIONS CONFIRMED FOR SEVEN SINGLES AT US DOLS 38
PER NIGHT AND ONE SUITE AT US DOLS 75 PER NIGHT.
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B. THURSDAY, OCTOBER 26

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0730 - BREAKFAST BRIEFING BY COMMERCIAL ATTACHE AT HILTON
HOTEL
0900 - DEPART FOR TRADE CENTER BY TAXI
0930 TO 1700 - INDIVIDUAL APPOINTMENTS
1230 TO 1400 - LUNCH
1830 TO 2000 - RECEPTION AT EMBASSY CLUB HOSTED BY ECON/

COMM COUNSELOR, MELVIN LEVINE

2030 - RETURN TO HILTON HOTEL REST OF EVENING FREE.

C. FRIDAY, OCTOBER 27

0930 TO 1700 - INDIVIDUAL APPOINTMENTS AT TRADE CENTER

1230 TO 1400 - LUNCH

REST OF DAY FREE UNLESS ROC-US ECONOMIC COUNCIL OR CETDC

HOSTS DINNER. WILL ADVISE.

D. SATURDAY, OCTOBER 28

0900 - CHECK OUT OF HOTEL

0930 - DEPART HOTEL FOR AIRPORT VIA HOTEL BUS

1055 - DEPART TAIPEI ON CX450

1445 - ARRIVE TOKYO

1845 - DEPART TOKYO ON PA 800

1825 - ARRIVE NEW YORK JFK

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9. MISSION DIRECTOR WILL MAKE COURTESY CALLS IN KOREA ON OCTOBER 23 ON AMBASSADOR WILLIAM H. GLEYSTEN, CHOON HOON PARK, CHAIRMAN OF KOREA-U.S. ECONOMIC COUNCIL, JU YUNG CHUNG, PRESIDENT OF FEDERATION OF KOREAN INDUSTRIES, AND WON SON TAE, PRESIDENT OF KOREA CHAMBER OF COMMERCE AND INDUSTRY AND ON OCTOBER 24 ON PHYUNG HO RYUN, PRESIDENT OF KOREA TRADERS AGENT ASSOCIATION, AND DR. HONG KI KIM, PRESIDENT OF KOREA HOSPITAL ASSOCIATION AND PRESIDENT OF SEOUL NATIONAL UNIVERSITY HOSPITAL. SMALL GIFTS SHOULD BE PRESENTED TO EACH.

10. MISSION DIRECTOR COURTESY CALLS IN TAIWAN WILL BE ON AMBASSADOR LEONARD UNGER OR DCM WILLIAM BROWN, DR. C. M. WANG, DIRECTOR-GENERAL OF NATIONAL HEALTH ADMINISTRATION, MINISTER OF ECONOMIC AFFAIRS (MOEA), KWANG-SHIH, T. L. YU, DIRECTOR, INDUSTRIAL DEVELOPMENT BUREAU, MOEA, H. K. SHAO, DIRECTOR-GENERAL, BOARD OF FOREIGN TRADE, MOEA, AND K. H. WU, SECRETARY-GENERAL, CHINA EXTERNAL TRADE DEVELOPMENT COUNCIL (CETDC). AGAIN, SMALL GIFTS SHOULD BE PRESENTED TO EACH.

11. EMBASSY TRANSPORTATION AT BOTH POSTS NOT AVAILABLE IN ENOUGH QUANTITY TO TAKE MISSION MEMBERS EVERY WHERE SO TAXIS WILL BE USED EXCEPT TO AND FROM AIRPORTS.

12. BIC WILL BE TRADE CENTERS IN SEOUL AND TAIPEI WITH BOOTHS SET-UP FOR EACH COMPANY.

13. BUDGET - KOREA

(A) PRINTING AND MAILING - DOLS 450

(B) PHOTOS AT RECEPTION - DOLS 20 (OPTIONAL)

(C) CONSTRUCTION OF BOOTHS AT TRADE CENTER - DOLS 80

(D) SECRETARY/INTERPRETERS - DOLS 320

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(E) RECEPTIONIST/CLERICAL - DOLS 80

(F) COFFEE GIRL - DOLS 30

(G) FSL STAFF OVERTIME - DOLS 60

(H) TRANSPORTATION - DOLS 40

(I) RECEPTION - DOLS 330

(J) OTHER HOSPITALITY (COFFEE) - DOLS 35

(K) CUSTOMS CLEARANCE BY GSO - DOLS 50 (OPTIONAL BUT HIGHLY
DESIRABLE FOR TIME SAVED)

(L) LIQUOR FOR SUITE - DOLS 25

(M) MISCELLANEOUS - DOLS 100

TOTAL BUDGET - DOLS 1,620

LESS AMOUNT DEPOSITED - DOLS 1,000

AMOUNT OUTSTANDING TO BE BROUGHT BY MISSION DIRECTOR DOLS
620. (PLEASE NOTE A FEW EXPENSES ARE OPTIONAL BUT
RECOMMENDED. OTHERS ARE MINIMUM REQUIRED.)

14. BUDGET - TAIWAN

(A) PRINTING - DOLS 185

(B) MAILING - DOLS 50

(C) SECRETARY/TRANSLATOR/RECEPTIONIST/COFFEE GIRL - DOLS
250

(D) PHOTOS - DOLS 30

(E) RECEPTION - DOLS 600

(F) OTHER HOSPITALITY (COFFEE, LIQUOR IN SUITE) - DOLS 40

(G) BREAKFAST BRIEFING - DOLS 40

(H) PLANT RENTAL FOR BIC - DOLS 15 (OPTIONAL)

(I) MISCELLANEOUS - DOLS 100

TOTAL BUDGET - DOLS 1,310

LESS AMOUNT DEPOSITED - DOLS 1,000

AMOUNT OUTSTANDING TO BE BROUGHT BY MISSION DIRECTOR DOLS
310

15. MARKET POTENTIAL - KOREA:

IMPRESSION GAINED FROM CONTACTS MADE BY A/O IS THAT

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ACTION EA-12

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FM AMEMBASSY TAIPEI

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GENERALLY MARKET FOR MEDICAL AND SCIENTIFIC EQUIPMENT IS GROWING IN KOREA AND WILL BE PARTICULARLY GOOD IN NEXT FEW YEARS DUE TO SEVERAL LARGE FOREIGN LOANS RELATED TO MEDICAL PROJECTS INCLUDING DOLS 35 MILLION UNTIED JAPANESE LOAN FOR MEDICAL EQUIPMENT, DOLS 15 MILLION UNTIED GERMAN LOAN AND U.S. EX-IM BANK FINANCING FOR LARGE PURCHASES OF HOSPITAL EQUIPMENT AS PART OF EDUCATION PROJECT. US EQUIPMENT IS FAVORED IF PRICE IS RIGHT, GOOD SERVICE PROVIDED AND SELLING EFFORT IS MADE. THERE IS A SMALL MARKET FOR LASER EQUIPMENT NOW BUT DEMAND IS GROWING IN SPECTROPHYSICS. THERE MAY BE A PROBLEM IMPORTING MECHANICAL PUMPS IF SAME TYPE IS MADE IN KOREA AS SOME ITEMS ARE ON RESTRICTED LIST SUBJECT TO APPROVAL BY FINE INSTRUMENTS CENTER BUT TREND IS TOWARD LIBERALIZATION. VERY SMALL DOMESTIC MARKET FOR PACEMAKERS MAY MAKE LICENSING A PROBLEM UNLESS CAN MANUFACTURE FOR EXPORT. NO ONE HAS TECHNOLOGY YET BUT CONTACTS FELT MAY BE SOME INTEREST. A/O PAID CALLS ON NUMBER OF KEY GOVERNMENT ORGANIZATIONS AND ASSOCIATIONS INCLUDING MINISTRY OF COMMERCE AND INDUSTRY, KOREA-U.S. ECONOMIC COUNCIL, PRESIDENT OF SEOUL NATIONAL UNIVERSITY HOSPITAL AND KOREA HOSPITAL ASSOCIATION, KOREAN CHAMBER OF COMMERCE AND INDUSTRY,
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AND PRESIDENT OF KOREA TRADING AGENCIES ASSOCIATION WHO IS ALSO A LEADING IMPORTER OF MEDICAL AND SCIENTIFIC EQUIPMENT. ALL WERE ENTHUSIASTIC ABOUT MISSIONS PROSPECTS AND EAGER TO ASSIST IN ARRANGING APPOINTMENTS AND PUBLICIZING MISSION. BELIEVSION WILL RECEIVE BEST POSSIBLE EXPOSURE WHILE IN KOREA.

16. MARKET POTENTIAL - TAIWAN:
IN GENERAL MARKET PROSPECTS ARE GOOD ALTHOUGH SOME OF MISSION MEMBERS MAY FIND MARKET NOT READY FOR SUCH SOPHISTICATION YET THOUGH IN FUTURE DEMAND WILL INCREASE. NO DATA GIVEN BUT GOVERNMENT PROGRAMS TO IMPROVE HEALTH CARE CITED AS REASON FOR SUCCESSFUL SALES OF MEDICAL EQUIPMENT. IMPORTS OF PACEMAKERS HAVE GOOD PROSPECT IN TAIWAN, THOUGH MARKET SMALL, BECAUSE GOVERNMENT SUPPORTS THEIR IMPLANTATION BUT NOT SURE DOMESTIC MANUFACTURERS HAVE CAPABILITY TO ASSEMBLE.

GENERAL FEELING THAT GOODS MADE IN TAIWAN INFERIOR TO
IMPORTS MAY CAUSE PROBLEMS BUT SOME POTENTIAL EXISTS.
FEW LASERS ARE USED NOW BUT EXPECTATION IS THAT MORE
WILL BE BOUGHT IN FUTURE THOUGH MARKET WILL NEVER BE LARGE.
IMPORT OF ISOTOPES IS STRICTLY CONTROLLED BY GOVERNMENT
BECAUSE OF HEALTH HAZARD THOUGH LABORATORIES USING THEM
FOR RESEARCH HAVE BEEN ABLE TO IMPORT AND SEVERAL
HOSPITALS HAVE CAPABILITY TO USE. CONTACTS NOT SURE
WHEN RESTRICTIVE POLICY WILL BE MODIFIED. VACUUM PUMPS
AND PULMONARY FUNCTION EQUIPMENT HAVE GOOD POTENTIAL.
A/O MET WITH MOST OF THOSE LISTED FOR MISSION DIRECTOR
COURTESY CALLS AND WAS PROMISED EXCELLENT SUPPORT.
BELIEVE MISSION WILL ACCOMPLISH GREAT DEAL IN TAIWAN
DESPITE SOME PROBLEMS HIGHLIGHTED ABOVE.

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17. A/O HAS RECEIVED EXCELLENT SUPPORT FROM ECON/COMM
OFFICERS AND LOCAL STAFF AT ALL POSTS AND WISHES TO
EXPRESS GREAT APPRECIATION TO ALL CONCERNED. PARTICULAR
CREDIT SHOULD BE GIVEN TO LOCAL PROFESSIONALS ASSIGNED
TO MISSION AT EACH POST FOR THEIR OUTSTANDING EFFORTS.
ICA HAS OFFERED EXCELLENT SUPPORT IN KOREA AS HAS TRADE
CENTER IN TAIPEI. UNGER

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Message Attributes

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